

**Appendix C, Pricing Index**  
**DIR-TSO-3013**  
**Zones, Inc.**

<b>PRODUCT Category</b>	<b>DIR Customer Discount % from MSRP</b>
Evault	5%
Unitrends	5%
Aberdeen	17%
Note: Software must be bundled with hardware. Stand-alone software is not within the scope of this contract.	
<b>Services</b>	<b>DIR Customer Discount % from MSRP</b>
<b>Level 1 System Technician</b>	10%
- Installation (Hardware Only)	
<b>Level 2 System Technician</b>	10%
- Installation (Hardware Only)	
<b>Level 1 Systems Engineer</b>	10%
- Installation (With Integration)	
<b>Level 2 Systems Engineer</b>	10%
- Installation (With Integration)	
<b>Sr. Systems Engineer</b>	10%
- Training	
- Maintenance	
<b>Solutions Architect</b>	10%
- Planning/Solution Development	
<b>Sr. Solutions Architect</b>	10%
- Planning/Solution Development	
<b>Project Manager</b>	10%
- Project Management	
Business Analyst	10%
Executive Analyst	10%